

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

Krause Corporation

Mid-America Manufacturing Technology Center

Krause Corporation Increases Sales by 60 Percent

Client Profile:

Krause Corporation manufactures and markets agricultural tillage and soil management products. Krause has been in business for more than 93 years and distributes throughout the U. S. and Europe. The company employs 250 people at its facility in Hutchinson, Kansas.

Situation:

The demand for Krause's tillage system, the DOMINATOR®, had increased tremendously over a two-year period. In order to meet the increased demand, Krause contacted the Mid-America Manufacturing Technology Center (MAMTC), a NIST MEP network affiliate, for assistance.

Solution:

MAMTC facilitated a three-day Value Stream Map (VSM) of the DOMINATOR® manufacturing process to eliminate waste, create flow, and increase capacity. MAMTC developed an action plan that was implemented in the facility. As a result of MAMTC's assistance, Krause was able to increase its production and sales by 60 percent for the DOMINATOR® line of products. Additionally, Krause has developed a new strip till tool. MAMTC's Dave Richards conducted tests to identify high stress areas of the structure. Based on these tests, Krause engineers made design modifications to reduce stress levels. The product is now ready for production --quality and performance tested, and will represent a 12 percent increase in sales for Krause Corporation.

Results:

- * Increased sales by 60 percent for the DOMINATOR® line of products.
- * Projected sales increase of 12 percent for new product.

Testimonial:

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